



SCHOOL SPECIALTY'S DISCOUNT SCHEDULE

SOLICITATION #19-18 - Furniture, Installation, and Related Services Revised 11.9.2021

Manufacturer	\$0 - \$25,000	\$25,001 - \$100,000	\$100,001 - \$250,000	\$250,001 +
Amtab	29%	30%	31%	32%
Aurora Storage	33%	32%	34%	35%
Balt / Mooreco	37%	38%	41%	42%
Best-Rite / Mooreco	37%	38%	41%	42%
Vanerum & Soft Seating / Mooreco	28%	30%	33%	35%
Bird-in-Hand / Childcraft	68%	69%	70%	71%
Brodart	47%	48%	50%	52%
Califone	3%	7%	10%	13%
Carpets for Kids	20%	22%	25%	27%
CEF	20%	22%	25%	27%
Children's Factory	18%	20%	23%	25%
Classroom Select	69%	70%	71%	71%
Classroom Select - Contemporary	71%	71%	72%	73%
Classroom Select - Inspo	67%	68%	69%	70%
Classroom Select - NeoClass	67%	68%	69%	70%
Classroom Select - Traditional	71%	71%	72%	73%
Royal Seating	71%	72%	73%	74%
Copernicus - not including Irover	28%	30%	33%	35%
Diversified Woodcrafts	50%	52%	54%	55%
Draper	8%	11%	12%	14%
Dukane	36%	38%	40%	42%
EKO	34%	35%	36%	37%
Everlast Climbing	2%	3%	4%	5%
Eurotech	39%	41%	43%	45%
Fire King	34%	35%	37%	39%
Fleetwood	20%	22%	25%	27%
Fomcore	40%	42%	44%	45%
Ghent	34%	36%	39%	40%
Global	36%	38%	41%	42%
Global - Offices To Go	42%	44%	46%	48%
Haskell	36%	38%	40%	42%
Horizon Seating	34%	36%	39%	40%
High Point	48%	50%	52%	53%
IFC	36%	38%	40%	42%
Interior Concepts	40%	42%	44%	45%
Ironwood	42%	43%	45%	47%
ISI	36%	38%	40%	42%
KFI Seating	47%	48%	50%	52%
Legend Fitness	1%	2%	3%	5%
Luxor	18%	20%	23%	25%
Martin Yale	2%	4%	6%	9%
Marvel - Zapf, MW, Mailroom	39%	41%	43%	45%
Marvel - Pronto	55%	56%	58%	59%
Marvel - Vizion	20%	22%	25%	27%
Media Technologies	36%	38%	40%	42%
Monaco LLC	10%	12%	16%	18%
National Public Seating / Oklahoma Sound	35%	37%	40%	41%
Nook	20%	22%	25%	27%
OFM	52%	53%	55%	56%
Paragon Furniture	35%	36%	37%	38%
Paragon Industries	2%	2%	3%	4%
Perpetual	46%	47%	48%	50%
Plymold	39%	40%	41%	42%
Projects by Design	Value added service: No Charge			
RFM Seating	29%	31%	33%	35%
Republic Storage (KC Bin)	26%	28%	31%	32%
Sandusky Lee	11%	14%	17%	19%
School Specialty F & E Catalog	14%	14%	14%	14%
Screenflex	1%	1%	2%	2%
Smith System	20%	22%	25%	27%
Tenjam	36%	38%	40%	42%
Tesco	26%	28%	31%	33%
Ubtech Robotics Corp.	1%	1%	1%	1%
Ultra Play	2%	2%	2%	2%
Ultra Site	4%	5%	7%	8%
Waddell	39%	40%	41%	42%
WB Mfg.	57%	58%	59%	59%

All products are priced FOB to all member agencies within the continental US (free freight). Shipments to Alaska, Hawaii and Territories and Outlying areas are prepaid to the port of exportation. Additional freight from US port to final destination will be applied at actual charges on a separate line.

Delivered pricing provides for dock/tailgate delivery during normal business hours (8:00 am - 4:00 pm, Monday-Friday). Additional delivery requirements such as inside delivery, lift gate, limited access sites and the exception of weekend deliveries will incur an additional expense and will be the responsibility of the member.

Installation costs, if necessary, will be quoted on a job by job basis with a minimum charge of \$30.00 per hour not to exceed \$65.00 per hour including orders that may have prevailing wage requirements. In circumstances where there are installation delays outside of standard installation timelines, there can be additional billing of warehousing/storage fees at current market rate.

Discounts will remain firm for the term of this contract. In addition, School Specialty reserves the right to provide deeper discounts than those listed above based on the size and scope of the opportunity. New manufacturer list prices will be provided when available, with every effort made to provide 30 days advance notice. School Specialty F&E catalog discount is also free freight on all items with a 6 or 8 item number prefix.